

## Message Text

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12

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 FEA-01 AEC-05 AID-05 CEA-01

CIAE-00 CIEP-01 COME-00 DODE-00 FPC-01 H-01 INR-07

INT-05 L-02 NSAE-00 NSC-05 OMB-01 PM-03 RSC-01 SAM-01

OES-03 SP-02 SS-15 STR-01 TRSE-00 FRB-03 /081 W

----- 006533

R 230850Z JAN 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2491

INFO AMEMBASSY ISLAMABAD

C O N F I D E N T I A L ABU DHABI 0186

E.O. 11652: GDS

TAGS: PFOR, EAID, EFIN, PK, TC

SUBJ: UAE-GOP OIL AGREEMENT

REF: ISLAMABAD 0405 AND 678

1. PAKISTAN AMBASSADOR AND HIS COUNSELOR IN SEPARATE CONVERSATIONS WITH US ARE ADAMANT IN STATING THAT GOP-UAEG OIL DEAL DOES NOT REPEAT NOT INVOLVE CONCESSIONAL TERMS. THIS CONFIRMED BY ABU DHABI NATIONAL OIL COMPANY SOURCE. MOREOVER THEY STATE PAYMENT IS TO BE MADE IN CASH ON DELIVERY. WE DO UNDERSTAND, HOWEVER, THAT UAEG HAS OFFERED PAKISTAN SIZABLE UNTIED LOAN ON CONCESSIONAL TERMS.

2. COMMENT: DESPITE EXISTENT RUMORS IN THIS AND PREVIOUS CASES THAT UAE HAS MADE EXCEPTIONS TO WORLD PRICE IN SELLING CRUDE TO NEEDY COUNTRIES, WE HAVE BEEN UNABLE SUBSTANTIATE SUCH REPORTS. (INC CASE OF SALE TO BANGLADESH THERE HAS BEEN QUESTION (ABU DHABI 949, JULY 74) WHETHER GOB GOT AROUND TO MAKING PAYMENT, BUT AT LEAST FOR RECORD SALE WAS MADE AT 93 PER CENT EXISTING POSTED PRICE.) IT IS, OF COURSE, TRUE THAT IF CONCESSIONAL PRICES WERE OFFERED THIS WOULD ALMOST CERTAINLY BE DONE ON BASIS ABSOLUTE SECRECY TO AVOID CREATING PRECEDENT. BUT SUCH SECRECY NATURALLY MOST DIFFICULT  
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TO MAINTAIN, AND IT OUR STRONG IMPRESSION THAT UAE, FEARFUL OF BEING

FACED WITH UNENDING DEMANDS FOR CONCESSIONAL CRUDE, HAS STUCK TO  
WORLD PRICE. IN CERTAIN CASES ZAYID HAS THEN, HOWEVER, OFFERED  
EXTENDED PAYMENT TERMS OR, AS IN PRESENT INSTANCE SEPARATE LOAN WHICH  
EASES IMMEDIATE BURDEN. IT IS, OF COURSE, ALSO TRUE THAT PAKISTAN  
IS GETTING CRUDE UNDER LATEST DEAL AT 37 CENTS LESS PER BARREL  
(\$11.38 VS \$11.75) THAN WOULD HAVE BEEN CASE PRIOR DECISION ON  
PART UAE, SAUDIS AND QATARI IN NOVEMBER TO LOWER POSTED PRICE.  
STERNER

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## Message Attributes

**Automatic Decaptioning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AGREEMENTS, PETROLEUM, PRICES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 JAN 1975  
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**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MartinML  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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**Disposition Reason:**  
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